

INFORMATION LETTER

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NATIONAL CANNERS ASSOCIATION

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NOTED SPEAKERS TO PRESENT VIEWS ON PROBLEMS OF CANNING INDUSTRY

First Session of Annual Convention Opens January 23 at Stevens Hotel in Chicago

Merchandising, distribution, and the function of economic research in solving problems now confronting the canning industry, will be among the timely subjects discussed by noted speakers at the annual convention of the National Canners Association to be held the week of January 23 at the Stevens Hotel in Chicago.

Among the prominent men outside the canning industry who will speak are: Dr. Neil Carothers, dean of the School of Business Administration of Lehigh University; Senator Claude Pepper of Florida; Benjamin Fairless, president of the United States Steel Corporation; Strickland Gillilan, noted humorist and after-dinner speaker; and William J. Cameron of the Ford Motor Company.

The opening session of the convention will be held Monday morning, January 23. At this session, President Karl Kuner Mayer will discuss the problems of the industry and the Association arising during the year. Reports will be received from special committees, principally the committees on Social Security and Public Relations. The Association's counsel will report upon developments in connection with the administration of new legislation, such as the Wage and Hour law and the Food and Drugs Act. Officers for 1939 will be elected at this session.

At the second session on Monday afternoon, Harry L. Cannon of Bridgeville, Delaware, chairman of the special committee appointed to study work that the Association might undertake on economic analyses of the industry's problems related to distribution and merchandising, will submit a report from that committee upon a proposed economic research program.

Judge J. Harry Covington of Association's counsel will speak at this session upon the relation of economic research to other activities the Association has undertaken and to the policies that have guided the Association in its work for the welfare and development of the industry.

Dr. Carothers, whose address was an outstanding feature of the 1938 convention, will speak on the field of economic research, with particular reference to the canning industry and its problems.

At the third session on Tuesday morning, January 24, there will be three speakers: Senator Pepper, Mr. Fairless, and Strickland Gillilan, who makes humor and wit a vehicle for searching criticism and sound thinking.

Mr. Cameron of the Ford Motor Company, who is known to every canner through his talks on the Sunday Evening Hour and his address at last year's convention, will be the only speaker at the general session of the convention on Wed-

nesday morning, January 25. He is expected to have a message of special interest to the industry.

Following Mr. Cameron's address, the officers of the Association for 1939 will be installed, and action will be taken upon the report of the Resolutions Committee.

Canning problems conferences will be held on Tuesday and Wednesday afternoons, under the direction of the Research Laboratories. The subjects for discussion at these conferences are suggested from the experiences and experiments during the year of the various laboratories connected with the canning industry. These subjects include, among others: Activities with regard to chlorination of cooling water; waste disposal studies; special studies of tomato products; tests for corn maturity; review of data obtained from tenderometer studies. Details of some causes of spoilage will be reviewed, as well as various technological developments that are of general interest.

Conferences on raw products will also be held on Tuesday and Wednesday afternoons under the general direction of the Raw Products Research Bureau. Among the subjects to be discussed are: Direct seeding of tomatoes; fertilizer placement and quick soil tests; use of boron to control black spot in beets; nutrient solutions for tomato transplants; breed-

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CONGRESS CONVENES

Members Introduce Flood of Bills in First Week of Session

The first week of the 76th Congress, which convened on January 3, was devoted to the election of officers and the appointment of committee members, the receipt of two messages from the President, and the introduction of a flood of bills and resolutions.

Listed below are a number of new proposals and bills reintroduced from the preceding Congress in which canners will be interested. When the 75th Congress adjourned last June all pending bills died, and as far as legislative procedure is concerned, their status in the present Congress, if reintroduced, is that of any other new bill.

MARKETING AGREEMENTS—Senator McNary has introduced a bill (S. 225) that would place all agricultural commodities, including canning crops, under the control provisions of the Marketing Agreements Act. The bill is identical with Senator McNary's S. 3454 of the 75th Congress.

FREIGHT RATES—An amendment (H. R. 188) to the Interstate Commerce Act, introduced by Representative Ramspeck, would provide that all charges for the transportation of property between different rate-making or geographical sections of the United States be adjusted.

FISHERIES—Delegate Dimond has reintroduced as H. R. 883 the bill which would claim United States jurisdiction

and ownership over salmon spawned in the waters of Alaska. Last Congress the bill was numbered H. R. 8344.

H. R. 882, also introduced by Mr. Dimond, would authorize the construction of a vessel for use in fishery-research work in the waters of Alaska and Hawaii.

Chairman Bland of the Committee on Merchant Marine and Fisheries reintroduced a bill (H. R. 140), vetoed by the President last June, which would provide for a five-year building program for the Bureau of Fisheries. In the last Congress the bill was numbered H. R. 10650.

Another bill (H. R. 133), reintroduced by Representative Bland, would authorize the transfer to the Secretary of Commerce of certain vessels for fishery-research purposes. The old bill was numbered H. R. 6065.

WATER POLLUTION—Two bills have been introduced that are substantially the same as the Barkley-Vinson bill vetoed by the President last June. The bills, H. R. 295 by Representative Parsons and H. R. 922 by Representative Spence, would create a division of water pollution control in the United States Public Health Service, authorize State compacts, and provide funds for loans for the construction of municipal and private treatment works.

CORPORATION LICENSING—Senators Borah and O'Mahoney reintroduced as S. 330 their jointly proposed corporation licensing bill, on which hearings were held last spring.

OTHER BILLS—Representative Fulmer introduced a bill (H. R. 42) providing for crop insurance for wheat and cotton. Representative Lemke proposes in H. R. 71 that all competing foreign imports be taxed a sum that would insure the domestic producer a price 6 per cent above the cost of production. Representative Culkin introduced a bill (H. R. 243) to prohibit the interstate transportation of goods manufactured by child labor (18 years or under). Representatives Ramspeck and Buck have proposed amendments to the definition of agricultural labor in the Social Security Act, and Representative Patman reintroduced his anti-chain store bill.

Bills that would repeal the Trade Agreements Act or require Congressional ratification of reciprocal trade agreements, have been introduced, as well as several bills that would increase the duty on eggs and poultry, and bills to refinance and reduce interest rates on crop production and seed loans.

Editorial Commends Economic Research

An editorial in the December 28 issue of the *New York Journal of Commerce*, entitled "Economic Research for Canners," commends the interest of canners in this activity, and discusses the advantages to the industry of adequate data upon which canners may base their judgments. The editorial follows:

Scientific research has played a major role in the spectacular development of the canning industry. The various characteristics of containers, packing processes, the products themselves and the soils on which packing crops are grown have all been studied with minute care and with very substantial results.

Canners are now displaying increasing interest in economic research, in their effort to attain increased stability as an industry. A continuous program of research into the industry's economic problems will be considered at the convention of the National Canners' Association in Chicago next month.

Periodical overproduction is the most serious economic problem that the canning industry confronts. Thus far, no effective marketing mechanism for taking care of surplus output without serious demoralization of the market has been devised. The relatively high rate of mortality among individual canners is a related problem that contributes to making food canning among the more speculative branches of American industry.

The provision of additional statistical information concerning production of various canning crops and stocks on hand offers one method of solving the problem of periodic dislocation in the industry. Acreage control may play an important part also in securing greater economic stability. Improved financing methods, better control over credits and more accurate study of changes in consumer preferences are other subjects that could be studied to advantage.

Since the canning industry is so largely dependent upon the vagaries of nature, a large measure of risk in its conduct is unavoidable. However, this element of risk can be reduced through improvement in methods and through making available to those who conduct canning enterprises adequate data upon which they can base their judgments.

Last Issue of Letter before Convention

This issue of the INFORMATION LETTER is the last before the Convention. The next issue will be distributed under date of February 4.

Canners Admitted to Membership

The following firms have been admitted to membership in the Association since September 12, 1938:

Belfast Packing Co., Belfast, Maine.
Cal Juices, Inc., Anaheim, Calif.
Fishermen's Tuna Packing Co., Point Loma, Calif.
Growerpak Canning Corp., San Jose, Calif.
Hackney's Sea Food Products, Inc., Atlantic City, N. J.
Ingersoll Products Corp., Jamaica Plain, Mass.
Mione Packing Co., McMinnville, Oregon.
Morris Packing Co., Sitka, Alaska.
Products Corporation of America, Chicago, Ill.
Santa Anita Food Corp., Anaheim, Calif.
The Virden-Willrich Canning Co., Dexter, Iowa.

1937 CANNING CENSUS

Bureau Compiles Statistics on Fruits-Vegetables and Seafoods

Establishments in the United States engaged in the canning and preserving of fruits and vegetables reported a moderate increase in employment, a considerable increase in wages, and a moderate increase in value of products for 1937 as compared with 1935, according to preliminary figures compiled from the returns of the biennial Census of Manufactures. Establishments in this classification included those engaged in production of the following classes of commodities: Canned vegetables and soups; canned fruits and canned and bottled juices; dried fruits; preserves, jams, jellies, and fruit butters; pickles, salad dressings, ketchup, sauces, and miscellaneous products.

Establishments engaged in canning and curing fish, crabs, shrimp, oysters, and clams, reported a considerable increase

in the number of wage earners employed, wages paid, and value of products for 1937 as compared with 1935.

Summary statistics for 1937, 1935, and 1933 are given in the following tables for the two groups of establishments (plants with annual production valued at less than \$5,000 are excluded):

CANNED AND PRESERVED FRUITS AND VEGETABLES

	1937	1935	1933
Number of establishments.....	2,772	2,744	2,072
Wage earners (average for the year) ^a	137,064	116,298	84,274
Wages ^b	\$92,638,222	\$70,612,276	\$45,238,889
Cost of materials, supplies, containers, fuel, and purchased electric energy ^c	\$498,561,715	\$409,145,771	\$268,419,882
Value of products ^b	\$788,927,440	\$649,644,032	\$439,988,206
Value added by manufacture ^d	\$290,365,725	\$240,498,261	\$171,568,324

CANNED AND CURED FISH, CRABS, SHRIMP, OYSTERS, AND CLAMS

	1937	1935	1933
Number of establishments.....	325	274	264
Wage earners (average for the year) ^a	18,229	13,335	9,993
Wages ^b	\$8,705,000	\$6,309,833	\$4,472,985
Cost of materials, supplies, containers, fuel, and purchased electric energy ^c	\$48,728,267	\$39,192,279	\$26,248,486
Value of products ^b	\$78,410,306	\$60,588,408	\$40,559,806
Value added by manufacture ^d	\$29,682,039	\$21,396,129	\$14,311,320

^aNot including salaried officers and employees. Data for such officers and employees will be included in a later report. The item for wage earners is an average of the numbers reported for the several months of the year. In calculating it, equal weight must be given to full-time and part-time wage earners (not reported separately by the manufacturers), and for this reason it exceeds the number that would have been required to perform the work done in the industry if all wage earners had been continuously employed throughout the year. The quotient obtained by dividing the amount of wages by the average number of wage earners cannot, therefore, be accepted as representing the average wage received by full-time wage earners. In making comparison between the figures for 1937 and those for earlier years, the possibility that the proportion of part-time employment varied from year to year should be taken into account.

^bProfits or losses cannot be calculated from the Census figures because no data are collected for certain expense items, such as interest, rent, depreciation, taxes, insurance, and advertising.

^cValue of products less cost of materials, supplies, containers, fuel, and purchased electric energy.

"Canned Food Queries" Answered by Miss Black

An interview with Miss Marjorie Black of the Association's Home Economics Division appears in the January issue of *Successful Farming* in a column entitled "Canned Food Queries." On a field trip that included a visit to the editorial offices of the Meridith Publishing Company at Des Moines, Miss Black was asked to answer some of the questions that come to that magazine most frequently about canned foods.

British Tomato Juice Imports Increase

Arrivals of canned tomato juice at the principal British ports during September, October, and November of 1938, totaled 79,731 cases, compared with 66,788 cases during the

same months of 1937, according to the Imperial Economic Committee in London.

Imports from Canada in these periods increased from 45,727 cases to 76,394 cases. The United States' share in the trade dropped sharply from 19,044 cases in the 1937 period to only 3,332 cases in 1938.

Fruit and Vegetable Market Competition

Carlot Shipments as Reported by the Bureau of Agricultural Economics, Department of Agriculture

VEGETABLES	Week ending—			Season total to—	
	Dec. 31 1937	Dec. 31 1938	Dec. 24 1938	Dec. 31 1937	Dec. 31 1938
Beans, snap and lima.....	192	237	221	1,779	2,465
Tomatoes.....	213	243	230	25,338	36,146
Green peas.....	62	32	28	8,079	6,537
Spinach.....	164	94	185	1,434	1,314
Others:					
Domestic, competing directly.....	3,572	3,248	3,192	96,669	90,064
Imports competing—					
Directly.....	40	33	28	111	102
Indirectly.....	55	49	62	1,300	1,330
FRUITS					
Citrus, domestic.....	3,091	3,207	2,987	38,468	42,597
Imports.....	0	0	0	107	77
Others, domestic.....	124	213	295	54,526	48,456

1938 Tomato Juice Pack Totals 8,675,403 Cases

The pack of tomato juice in 1938 totaled 8,675,403 cases, as compared with 13,444,972 cases in 1937, according to figures compiled by the Association's Division of Statistics from reports of all canners known to be packing tomato juice. The stocks (carryover) of tomato juice in canners' hands on August 1, 1938, were less than 3,000,000 cases, according to an estimate based on the reports of canners packing 97.1 per cent of the 1937 total. Comparable figures of stocks for August 1, 1937, are not available.

In the following table are given figures on the 1937 and 1938 tomato juice pack by can sizes:

Name	Cans Per Case	1937 Cases	1938 Cases
8Z Tall (including 8Z Short)...	48	229,281	174,231
No. 1 Picnic.....	48	309,146	285,605
No. 211 Cylinder.....	48	456,967	621,084
No. 300 (including all 300 cans from 407 to 412).....	48	2,231,171	1,228,255
No. 1 Tall.....	48	848,873	208,155
No. 303 Cylinder.....	24	1,199,085	1,043,403
No. 2.....	24	333,878	116,380
No. 2 Cylinder (including all 307 cans from 505 to 513)...	24	2,488,144	1,325,844
No. 2½.....	24	173,821	53,348
No. 3 Cylinder (including 404 cans from 615 to 708).....	12	947,277	1,304,720
No. 10 (including some No. 5)...	6	2,268,599	1,516,247
Gallon.....	4	7,229	26,740
Miscellaneous Tin.....	..	375,667	190,043
Glass.....	..	1,575,834	581,348
Total.....	..	13,444,972	8,675,403

Canned Fruit November Market in London

Arrivals of canned fruit at the principal British ports in the four weeks ended November 26 totaled 1,015,000 cases com-

pared with 984,500 cases in the four preceding weeks, according to the Imperial Economic Committee. This increase was due to the substantially heavier receipts of apples, apricots, pears, and cherries, which more than balanced the reduced arrivals of most other varieties.

Although the prices for new pack Florida grapefruit were considered attractive to the buyer, purchases have not been large. With the removal of the 15 per cent ad valorem duty from this item, some expansion in the trade is to be expected.

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ing disease-resistant tomato varieties; disease-resistant pea varieties; lima bean, beet, green and wax bean variety tests; sweet corn hybrids and inbreds; pea aphid control recommendations for 1939.

A conference on Wednesday afternoon under the direction of C. Roy Munde, Chief of the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, will give canners an opportunity to meet and discuss both foreign and domestic trade problems with representatives of various government offices functioning in those fields. F. H. Rawls, Assistant Chief of the Bureau of Foreign and Domestic Commerce, will participate in the conference.

The Meat Section of the Association will hold its regular annual meeting on Thursday morning. Among the subjects to be discussed are: Better publicity for canned meats from the points of view of the manufacturer and the publisher; what housewives want in canned meats; the nutritive properties of canned meats; and Laboratory work during the year on canned meat. The Pitted Red Cherry Section meeting will be devoted almost entirely to discussions of National Cherry Week and to advertising and sales promotion for canned cherries. The Kraut Packers Conference will be held Tuesday afternoon.

The annual meeting of the Canning Machinery and Supplies Association will be held Tuesday morning. The exhibit of machinery and supplies will be open Monday through Thursday from 9 a. m. to 6 p. m., and on Friday from 9 a. m. until 2 p. m. Working models of heavy machinery will be shown, as well as the usual exhibits of supplies and light machinery.

Sessions of the National Food Brokers Association will open Saturday, January 21, and will be held in the Palmer House.

Entertainment and social affairs include: Old Guard reception and dinner, Sunday evening; President's Supper, National Food Brokers Association, Sunday evening; Young Guard meeting and dinner, Monday evening; technicolor motion picture, "Steel—Man's Servant," a non-advertising industrial film shown by courtesy of the United States Steel Corporation, both Monday and Tuesday nights; Annual Dinner Dance under auspices of Canning Machinery and Supplies Association, Wednesday night; Theatre Party at Chicago Theatre by courtesy of the American Can Company on Thursday night.

Copies of the printed program of the convention will be mailed to members in advance of the meeting.

Former Director of Association Dies

Edwin G. Cover of Easton, Md., long actively engaged in the canning business and at one-time a director of the National Canners Association, died December 23, a few hours after being stricken with paralysis. Mr. Cover was 64 years of age.

Association's Publications in Demand

The first working day of the new year brought an unusually heavy mail bag to the Home Economics Division. It included many requests for the new publications of the Association, with special emphasis on recipes.

At the same time, the national headquarters of the American Red Cross asked for a quantity of all recent publications, including both institutional and family-sized recipes. These are to be used in nutrition classes sponsored by the Red Cross.

Canned Pineapple Exports from British Malaya

Exports of canned pineapple from British Malayan ports for the period December 26, 1937, to October 29, 1938, were 2,047,570 cases, or an average of 46,536 cases per week, according to the American trade commissioner at Singapore. Total exports for the corresponding period of 1937 were 2,241,934 cases, or an average of 50,953 cases per week.

Bulletin Issued on "Combating Damping-Off"

Control of damping-off by treatment of the seed to check infection while the seed is germinating, and treatment of the soil or the young seedlings as they emerge to check infection of the tiny plants, is not a device for making two plants grow where only one grew before, but is an insurance measure to protect what the grower already possesses, according to a recent bulletin issued by the New York Agricultural Experiment Station at Geneva, entitled "Combating Damping-Off" by Dr. James G. Horsfall. The information in the bulletin is based on the results of nine years of experimental work and summarizes soil treatments and practical recommendations for the guidance of greenhouse operators, truck farmers, home gardeners, and others.

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